



### Background

- Real Estate
- Retail
- Telecommunication

## Douglas Roth - *Senior Director, BBK Chicago*

Doug has had executive responsibility in the real estate industry for twenty seven years, functioning as the manager or advisor in assignments where innovation is essential to success. His technical experience covering industrial, retail, office, medical, technology, and mixed-use makes his leadership the hallmark among teams of engineering professionals.

### Professional Experience

Doug has advised two California property owners through the entitlement phases of redevelopments that were at stalemates. Sutter Health faced extreme opposition and regulatory hurdles to relocate the Palo Alto Medical Foundation. Doug's team completed all CEQA/zoning, environmental, and design phases in four years and commenced construction on schedule. Expeditors International had specific importing and duty-free security requirements that involved the U.S. Customs Department, having the potential of delaying the schedule and making the project budget infeasible. Doug implemented the design requirements, used tax financing tools and advanced scheduling techniques, and reduced costs to the level that solved proforma hurdles and generated acceptable investor returns.

Doug represented The Carlyle Group as the team leader for the conversion and adaptation of five separate properties, changing two central business district high-rise buildings from standard tenant use to combinations of telecomm data centers and network switching facilities. The office buildings contained internet switch hubs (MAE West) for AT&T and MCI/WorldCom requiring unique security, and planning and conversion had to occur with no disruption of the existing legal firm tenants. Carlyle's completion and ROI requirements made the scheduling and engineering critical to the project, and they achieved their required financial results.

In the course of managing the development of two California Hewlett-Packard sites, Doug also had the lead in the assignment to quantify and mitigate the seismic life safety risk to H-P. He performed a full abstract of the real estate inventory, evaluating all sites in U.S. and international seismic zones with engineers from San Francisco and Geneva using new data from the Northridge and Kobe earthquakes. He selected the Corvallis campus as the prototype where all planning, design, and construction allowed for continuing operations in the clean room manufacturing areas. Doug and his teams implemented retrofit methods utilizing new computing power and structural engineering standards of design that became the International Building Code IBC 2000, adopted in 2001. With the benefits from this assignment, H-P has achieved cost and schedule advantages that are now being used worldwide in the retrofit of their big-box buildings at risk.

### Education and Certifications

- Bachelor of Arts in Economics, University of California, Los Angeles